



Arena Lease

2 messages

RogerBeattie <roger@rogerbeattie.com>

Wed, Sep 7, 2016 at 2:59 PM

To: Jennifer Seelig <jenseelig@gmail.com>, "tdlewis1@aol.com" <tdlewis1@aol.com>, Larry Mullenax <lmullenax@utahstatefair.com>

Hello Team,

I'd like to start the process for discussions on the lease on the new arena by putting together a "topics for terms sheet". Once we have established a complete list of all items that we believe are pertinent to the lease we will be in a position to meet with the Day's of 47 and build a basic terms sheet and then we will be able to flesh out the legal structure with the AG's office. I expect there will be some significant hurdles to overcome, but that in the end we will end up with a fair and reasonable long-term relationship.

Here's a list of items that come to my mind that need to be addressed. Please provide me with a list of additional items you think need to be discussed from the Fairpark's perspective. This list should not be too specific, but rather an open framework for discussions. Let me know your thoughts as soon as you are ready to share them. I have told the Day's of 47 that we will begin discussions following the fair.

As a starting point, here is my initial list. They are not in any particular order.

- Lease term and extensions
- Lease rate and increases
- Revenue sharing
- Operating agreement/responsibilities
- Name and sponsorship rights
- Permitted activities
- Signage
- Advertising and promotion of events
- Cross sponsorship opportunities
- Security
- Maintenance and improvements to facility
- Insurance, event and liability
- Duties and responsibilities
- Access
- Utilities (depending on metering)
- Scheduling (outside of fair)
- Event coordination
- State required inclusions, terms and conditions

I'll wait to hear back from you.

Thanks.

Roger

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RogerBeattie <roger@rogerbeattie.com>
To: Kern Gardner <kern@gardnercompany.net>

Tue, Sep 13, 2016 at 11:17 AM

Kem,

I'm forwarding you an email that I sent to specific Board members regarding preparations for getting together to iron out the long-term lease on the new arena. Please look it over and see what I may have missed as possible discussion points. Please let me know of any additions so that we can both be prepared to go through everything.

I'll be back in touch following the Fair to see when might be a good time to meet.

Thanks again for making the arena a reality.

Roger

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